

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING REPORT

March 25, 2009

The Real Estate Board Education Committee met on Wednesday, March 25, 2009, at the Department of Professional and Occupational Regulation in Richmond.

Committee Members present: Judith Childress, Chair
 Scott Gaeser
 Byrl P. Taylor

Staff Member present: Kevin Hoeft, Education Administrator

The meeting was called to order at 3:14 p.m.

A motion was made and approved unanimously to approve the agenda.

The following actions were taken:

- A. One-hundred and thirty-three continuing education courses were reviewed. Of these courses:

Five applications for previously approved continuing education courses offered by approved schools were approved:

1. 59366 Risk Management for Technology, 2 hours
 Broker Management, VAR
2. *59411 2009 Ethics Seminar, 3 hours Ethics &
 Standards of Conduct, NRVAR
3. *59441 Social Media Risk Management, 2 hours Real
 Estate Related, Piedmont School of Real
 Estate
4. 59443 Risk Management in Technology, 2 hours
 Broker Management, Piedmont School of Real
 Estate
5. 59510 Foreclosures, Short Sales, REOs and
 Auctions (on-line), 4 hours Real Estate
 Related, Act Web Services

One-hundred and twenty-eight original applications for continuing education courses for approved schools were considered. 125 of these applications were approved; two

of these applications were approved pending receipt of additional course materials; one application was denied because its content did not meet the continuing education requirement pursuant to 18 VAC 135-20-101 of the Board's Regulations.

1. *59311 Introduction to Short Sales, 4 hours Real Estate Related, Moseley-Flint Schools of Real Estate
2. *59313 Innovative Marketing Techniques for Buyer Representatives, 4 hours Real Estate Related, Moseley-Flint Schools of Real Estate
3. *59315 Real Estate Technology, 4 hours Real Estate Related, Moseley-Flint Schools of Real Estate
4. *59317 Real Estate Finance and Mortgage, 4 hours Real Estate Related, Moseley-Flint Schools of Real Estate
5. 59319 Procuring Cause, 2 hours Broker Management, VAR
6. ***59320 Law of Attraction for Realtors, 3 hours Real Estate Related, Continental Appraisal Consultants, Ltd. (Denied)**
7. *59323 Carbon Monoxide in the Home, 1 hour Real Estate Related, MRCPA Corp.
8. *59325 Clandestine Drug Labs, 1 hour Real Estate Related, MRCPA Corp.
9. *59327 Going Green, 1 hour Real Estate Related, MRCPA Corp.
10. *59329 Grow Houses, 1 hour Real Estate Related, MRCPA Corp.
11. *59331 Putting Home Maintenance in Perspective, 1 hour Real Estate Related, MRCPA Corp.
12. *59333 Indoor Air Quality, 1 hour Real Estate Related, MRCPA Corp.
13. *59335 Mold, 1 hour Real Estate Related, MRCPA Corp.
14. *59337 New Homes - A Closer Look, 1 hour Real Estate Related, MRCPA Corp.
15. *59339 Radon, 1 hour Real Estate Related, MRCPA Corp.
16. *59341 Swimming Pool Safety, 1 hour Real Estate Related, MRCPA Corp.
17. *59343 Spotlight on Decks, 1 hour Real Estate Related, MRCPA Corp.

18. 59345 A New Look at Buyer Agency: Putting the Client First, 2 hours Broker Management, VAR
19. 59346 A New Look at Buyer Agency: Putting the Client First, 3 hours Broker Management, VAR
20. 59347 Dual & Designation Agency: Gaining a New Sophistication, 2 hours Broker Management, VAR
21. 59348 Dual & Designation Agency: Gaining a New Sophistication, 3 hours Broker Management, VAR
22. 59349 From Contract to Closing: Earning Your Fee by Protecting Your Client, 3 hours Broker Management, VAR
23. 59350 From Contract to Closing: Earning Your Fee by Protecting Your Client, 2 hours Broker Management, VAR
24. 59355 Navigating the Ethics of Agency, 3 hours Broker Management, VAR
25. 59356 Navigating the Ethics of Agency, 2 hours Broker Management, VAR
26. *59358 RI 405: Pricing, Listing, & Marketing the Property, 7 hours Real Estate Related, VAR
27. *59360 RI 411: Successful Settlement - Managing the Transaction, 7 hours Real Estate Related, VAR
28. *59362 Beyond Blogging: Integrating All Your Web Activities, 2 hours Real Estate Related, VAR
29. 59364 Principles of Profit, 2 hours Real Estate Related, VAR
30. 59365 Principles of Profit, 2 hours Broker Management, VAR
31. 59367 Property Management: Top Five Things Not To Do, 2 hours Broker Management, VAR
32. *59368 Introduction to Short Sales, 2 hours Real Estate Related, Alpha College of Real Estate
33. *59372 Tenancy, 6 hours Real Estate Related, Alpha College of Real Estate
34. *59376 Property Management/VA Landlord and Tenant Act, 8 hours Real Estate Related, Alpha College of Real Estate
35. 59379 Servicing Internet Relocation Clients, 1 hour Real Estate Related, MAI Institute
36. 59380 VA Trust Fund Handling (On-line), 3 hours Real Estate Related, McKissock, LP

37. *59381 Fannie Mae Appraisal-Related Policy Changes & Clarification, 3 hours Real Estate Related, VAR
38. 59383 Foreclosures Demystified, 4 hours Real Estate Related, The CE Shop, Inc.
39. 59384 Going Green: The Environmental Movement in Real Estate, 4 hours Real Estate Related, The CE Shop, Inc.
40. *59385 Expand Your Sphere of Influence: Real World Social Networking, 2 Real Estate Related, VAR
41. 59388 Legal Updates/Broker Management (Online & CRP), 2 hours Broker Management, Alpha College of Real Estate
42. 59389 Writing Effective Contracts/Broker Management (Online & CRP), 2 hours Broker Management, Alpha College of Real Estate
43. *59395 Fair Housing for Landlords & Property Managers, 3 hours Fair Housing, Central VA School of Real Estate
44. 59413 Commercial Real Estate Summit, 1 hour Real Estate Related, GCAAR
45. *59414 Successful Buyer Representation In New Home Sales, 1 hour Ethics & Standards of Conduct, 1 hour Legal Updates, and 4 hours Real Estate Related, Moseley-Flint Schools of Real Estate
46. *59416 Successful Relocation Representation in New Home Sales, 1 hour Ethics & Standards of Conduct, 1 hour Legal Updates, and 4 hours Real Estate Related, Moseley-Flint Schools of Real Estate
47. *59418 When Listed Property Includes a Business, 4 hours Real Estate Related, Moseley-Flint Schools of Real Estate
48. *59420 Real Estate Ethics, 3 hours Ethics & Standards of Conduct, and 1 hour Real Estate Related, Moseley-Flint Schools of Real Estate
49. *59422 Real Estate Ethics (CRP), 3 hours Ethics & Standards of Conduct, and 1 hour Real Estate Related, Moseley-Flint Schools of Real Estate
50. *59424 The Anatomy of a Green House, 2 hours Real Estate Related, Alpha College of Real Estate

51. *59426 Green Designation - Part 1, 8 hours Real Estate Related, Alpha College of Real Estate
52. *59428 Green Designation - Part 2, 8 hours Real Estate Related, Alpha College of Real Estate
53. *59432 Legal Updates 2009, 2 hours Legal Updates, Alpha College of Real Estate
54. 59434 Broker Management Legal Updates 09, 2 hours Broker Management, Alpha College of Real Estate
55. *59435 Navigating the Virginia Jurisdictional Addendum, 2 hours Real Estate Contracts, MBH Settlement Group
56. *59437 The Final RESPA Rule, 1 hour Legal Updates, MBH Settlement Group
57. *59439 Earnest Money Deposits, 1 hour Real Estate Contracts, MBH Settlement Group
58. *59444 Understanding FHA & VA Mortgages, 2 hours Real Estate Related, Alpha College of Real Estate
59. *59446 Unconventional Transactions (Avoiding Problems at Settlement), 3 hours Real Estate Contracts, MBH Settlement Group
60. *59448 Understanding Short Sales (CRP), 4 hours Real Estate Related, Moseley-Flint Schools of Real Estate
61. *59453 Affordable Housing Finance in a Box, 3 hours Real Estate Related, NRVAR
62. *59455 Whom Do You Represent? 3 hours Real Estate Agency, PWAR
63. *59457 Photography: How to Shoot Like a Professional, 2 hours Real Estate Related, NVAR
64. 59459 Death, Divorce and Bankruptcy, 3 hours Broker Management, VAR
65. 59460 Death, Divorce and Bankruptcy, 2 hours Broker Management, VAR
66. *59461 RE Agency, 3 hours Real Estate Agency, Williamsburg Real Estate School
67. 59463 Broker - Make it your Firm's Mission: Promote Loss Prevention, 2 hours Broker Management, Williamsburg Real Estate School
68. 59464 Risk Management for Brokers, 4 hours Broker Management, Williamsburg Real Estate School

69. 59465 Contracts and Contract Law Principles for Brokers, 3 hours Broker Management, Williamsburg Real Estate School
70. *59466 Risk Management, 3 hours Real Estate Related, Williamsburg Real Estate School
71. 59468 Short Sales, Foreclosures and Divorce, 2 hours Broker Management, Williamsburg Real Estate School
72. *59469 Short Sales, Foreclosures and Divorce, 2 hours Real Estate Related, Williamsburg Real Estate School
73. *59471 Pre and Post Settlement Agreements - A Primer, 1 hour Real Estate Related, Institute of Continuing Education, LC
74. *59473 Bank Owned Property, 1 hour Real Estate Contracts, Institute of Continuing Education, LC
75. *59475 Agency Primer, 1 hour Real Estate Agency, Institute of Continuing Education, LC
76. *59477 Real Property Appraisals in Virginia, 1 hour Real Estate Related, Institute of Continuing Education, LC
77. *59479 **An Introduction to the NAR Code of Ethics, 1 hour Ethics & Standards of Conduct, Institute of Continuing Education, LC (Pending approval - need course materials)**
78. *59481 Fearless Approach to Short Sales, 1 hour Legal Updates, 2 hours Contracts, Institute of Continuing Education, LC
79. *59483 What Every Real Estate Agent Needs to Know About Home Inspections, 4 hours Real Estate Related, New River Valley Association of Realtors
80. *59485 Comparative Market Analysis Thru Sales Comparison Approach, 1 hour Real Estate Related, Old Dominion Real Estate Institute
81. *59487 Agency, 3 hours Real Estate Agency, Old Dominion Real Estate Institute
82. 59489 Real Estate Agency - Who do you Represent, 2 hours Real Estate Agency, Premier Realty, Inc.
83. 59490 Fair Housing, 2 hours Fair Housing, Premier Realty, Inc.
84. 59491 REO - Real Estate Owned by Banks, 6 hours Real Estate Related, Premier Realty, Inc.

85. *59492 The Most Common Violations of the Code of Ethics, 1 hour Ethics & Standards of Conduct, NVAR
86. 59494 Green Building Course, 4 hours Real Estate Related, NVAR
87. 59495 Principles of Commercial Real Estate Underwriting (CRP), 8 hours Real Estate Related, NVAR
88. *59496 Understanding Residential Real Estate Market Statistics, 1 hour Real Estate Related, NVAR
89. *59498 Transnational Referral Certification, 3 hours Real Estate Related, NVAR
90. 59500 Principles of Commercial Real Estate Finance (On-line & CRP), 8 hours Real Estate Related, NVAR
91. 59501 Understanding Commercial Investments (On-line & CRP), 8 hours Real Estate Related, NVAR
92. *59502 Green Residential Elective Course, 8 hours Real Estate Related, NVAR
93. 59505 Green Designation Core Course - Part 1, 8 hours Real Estate Related, NVAR
94. 59506 Green Designation Core Course - Part 2, 8 hours Real Estate Related, NVAR
95. 59507 Advanced Business Planning, 3 hours Broker Management, William E. Wood Real Estate Academy
96. *59508 Ninja Selling CRS, 6 hours Real Estate Related, William E. Wood Real Estate Academy
97. *59511 Night Court: Don't Stress Over Distressed Sales, 2 hours Real Estate Related, Peninsula Real Estate School
98. *59513 Making Not Wasting Money with Internet Technology, 3 hours Real Estate Related, PWAR
99. *59515 FHA 203K Renovation, 3 hours Real Estate Related, PWAR
100. *59517 Prospecting, 3 hours Real Estate Related, PWAR
101. *59519 Preservation 101 for Realtors, 1 hour Real Estate Related, Central Virginia School of Real Estate
102. *59521 Understanding Credit Scores, 1 hour Real Estate Related, Central Virginia School of Real Estate
103. *59523 The Indoor Environment: Mold, Radon, and

- Asbestos, Oh My! 4 hours Real Estate Related, Central Virginia School of Real Estate
- 104. *59530 Investment Options for 1031 Exchanges, 1 hour Real Estate Related, Williamsburg Real Estate School
 - 105. 59532 The Foreclosure Process & Representing a Buyer at a Foreclosure Sale, 3 hours Real Estate Related, Premier Realty, Inc.
 - 106. 59533 Real Estate Auctions, 3 hours Real Estate Related, Premier Realty, Inc.
 - 107. *59534 Please Let Me Be Your Realtor: Designing Your Performance for Repeat Business, 2 hours Ethics & Standards of Conduct, VAR
 - 108. 59536 Property Management: Handling Escrow Accounts, 2 hours Broker Management, VAR
 - 109. 59537 Who Killed the Deal? 2 hours Broker Management, VAR
 - 110. 59538 Who Killed the Deal? 3 hours Broker Management, VAR
 - 111. *59539 Purchases of Bank Owned Properties, 1 hour Real Estate Related, FSLAWVA Real Estate Education, LLC
 - 112. *59540 Reverse Mortgages - The Basics, 1 hour Real Estate Related, Old Republic National Title Insurance Company
 - 113. *59542 VAR Residential Purchase Contract: Part 1 - Fill in the Blanks, 1 hour Real Estate Contracts, Old Republic National Title Insurance Company
 - 114. *59544 VAR Residential Purchase Contract: Part 2 - Standard Provision, 1 hour Real Estate Contracts, Old Republic National Title Insurance Company
 - 115. *59546 VAR Residential Purchase Contract: Part 3 - Statutory Requirements, 1 hour Real Estate Contracts, Old Republic National Title Insurance Company
 - 116. *59549 Reverse Mortgages for Purchase, 1 hour Real Estate Related, Long & Foster Institute for Real Estate
 - 117. *59551 NAR Green Designation Core Course - Part A, 8 hours Real Estate Related, RAR
 - 118. 59554 Broker - REB Regulations, 4 hours Broker Management, GSH Training Company

119. 59555 Distressed Real Estate, 4 hours Legal Updates, and 3 hours Real Estate Related, Law Seminars International
120. *59556 Business Planning & Goal Setting, 3 hours Real Estate Related, Old Dominion Real Estate Institute
121. *59559 Blogging Effectively by Building Consumer Loyalty & Minimizing Risk, 3 hours Real Estate Related, RAR
122. *59561 Power Prospecting & Renewing Referrals Using Social Media, 3 hours Real Estate Related, RAR
123. *59563 Before & After Judgement, 2 hours Real Estate Related, Alpha College of Real Estate
124. *59565 2009 Legislation & Fair Housing, 2 hours Fair Housing, 4 hours Real Estate Related, Futurelaw, LLC
125. *59567 2009 Legislation & Property Management, 2 hours Legal Updates, 4 hours Real Estate Related, Futurelaw, LLC
126. ***59569 2009 Legislation & Property Management - 3 Hours, 1 hour Legal Updates, 2 hours Real Estate Related, Futurelaw, LLC (Pending approval - Need Revised Timed Outline)**
127. *59572 International Real Estate (On-line), 4 hours Real Estate Related, Continuing Ed Express, LLC
128. *59574 10 Critical Rules, Reforms & New Realities, 6 hours Real Estate Related, RAR

B. One-hundred and one Post License Education Course applications were reviewed. Of these courses:

Two previously approved post license education course applications for approved schools were approved:

1. *59412 2009 Ethics Seminar (Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, NRVAR
2. *59442 Social Media Risk Management (Technology), 2 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate

Ninety-nine original applications for post license education courses for approved schools were considered.

Ninety-six of these applications were approved; two of these applications were approved pending receipt of additional course materials; one application was denied because its content did not meet the continuing education requirement pursuant to 18 VAC 135-20-101 of the Board's Regulations.

1. *59312 Introduction to Short Sales (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
2. *59314 Innovative Marketing Techniques for Buyer Representatives (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
3. *59316 Real Estate Technology (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
4. *59318 Real Estate Finance and Mortgage (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
5. *59321 **Law of Attraction for Realtors (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Continental Appraisal Consultants, Ltd. (Denied)**
6. *59324 Carbon Monoxide in the Home (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MRCPA Corp.
7. *59326 Clandestine Drug Labs (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MRCPA Corp.
8. *59328 Going Green (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MRCPA Corp.
9. *59330 Grow Houses (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MRCPA Corp.
10. *59332 Putting Home Maintenance in Perspective (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MRCPA Corp.
11. *59334 Indoor Air Quality (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MRCPA Corp.

12. *59336 Mold (Other Real Estate Related), 1 hour
Residential Real Estate Elective Topics,
MRCPA Corp.
13. *59338 New Homes - A Closer Look (Other Real
Estate Related), 1 hour Residential Real
Estate Elective Topics, MRCPA Corp.
14. *59340 Radon (Other Real Estate Related), 1 hour
Residential Real Estate Elective Topics,
MRCPA Corp.
15. *59342 Swimming Pool Safety (Other Real Estate
Related), 1 hour Residential Real Estate
Elective Topics, MRCPA Corp.
16. *59344 Spotlight on Decks (Other Real Estate
Related), 1 hour Residential Real Estate
Elective Topics, MRCPA Corp.
17. 59354 RI 411: Successful Settlement: Managing
the Transaction (Other Real Estate
Related), 3 hours Residential Real Estate
Elective Topics, VAR
18. 59357 RI 405: Pricing, Listing, & Marketing the
Property (Other Real Estate Related), 3
hours Residential Real Estate Elective
Topics, VAR
19. *59359 RI 405: Pricing, Listing, & Marketing the
Property (Selling Process), 4 hours
Residential Real Estate Elective Topics,
VAR
20. *59361 RI 411: Successful Settlement - Managing
the Transaction (Selling Process), 4 hours
Residential Real Estate Elective Topics,
VAR
21. *59363 Beyond Blogging: Integrating All Your Web
Activities (Technology), 2 hours
Residential Real Estate Elective Topics,
VAR
22. *59369 Introduction to Short Sales (Finance), 2
hours Residential Real Estate Elective
Topics, Alpha College of Real Estate
23. 59370 Risk Management (Risk Management), 4 hours
Property Management Mandatory Topics,
Alpha College of Real Estate
24. 59371 Board Regulations & Statutes: Escrow
Management & Accounts; Ethics, 4 hours
Property Management Mandatory Topics,
Alpha College of Real Estate
25. *59373 Tenancy - Part One (Tenant/Landlord
Relationship), 4 hours Property Management

- Elective Topics, Alpha College of Real Estate
26. 59374 Tenancy - Part Two (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, Alpha College of Real Estate
27. 59375 Contract Writing & Agency, 4 hours Property Management Mandatory Topics, Alpha College of Real Estate
28. *59377 Property Management/VA Landlord and Tenant Act, (VA Residential Landlord Tenant Act & Fair Housing), 4 hours Property Management Mandatory Topics, Alpha College of Real Estate
29. 59378 Property Management/VA Landlord & Tenant Act - Part Two (Tenant/Landlord Relationships), 4 hours Property Management Elective Topics, Alpha College of Real Estate
30. *59382 Fannie Mae Appraisal-Related Policy Changes & Clarification (Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, VAR
31. *59386 Expand Your Sphere of Influence: Real World Social Networking (Technology), 2 hours Residential Real Estate Elective Topics, VAR
32. 59387 Property Management/Appraisals; Structures & Construction Process; Uniform Statewide Building Codes (Appraisals; Structures & Construction Process; Uniform Statewide Building Code), 4 hours Property Management Mandatory Topics, Alpha College of Real Estate
33. *59396 Fair Housing for Landlords & Property Managers (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, Central VA School of Real Estate
34. *59415 Successful Buyer Representation In New Home Sales (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
35. *59417 Successful Relocation Representation in New Home Sales (Other Real Estate Related), 4 hours Residential Real Estate

- Elective Topics, Moseley-Flint Schools of Real Estate
36. *59419 When Listed Property Includes a Business (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
37. *59421 Real Estate Ethics (Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, Moseley-Flint Schools of Real Estate
38. *59423 Real Estate Ethics (Ethics & Standards of Conduct/Current Industry Issues & Trends (CRP), 3 hours Residential Real Estate Mandatory Topics, Moseley-Flint Schools of Real Estate
39. *59425 The Anatomy of a Green House (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
40. *59427 Green Designation - Part 1 ((Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
41. *59429 Green Designation - Part 2 ((Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
42. 59430 Green Designation - Part 3 ((Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
43. 59431 Green Designation - Part 4 ((Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
44. *59433 Legal Updates 2009 (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
45. *59436 Navigating the Virginia Jurisdictional Addendum (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group
46. *59438 The Final RESPA Rule (Other Real Estate Related), 1 hour Residential Real Estate Elective Topic, MBH Settlement Group

47. *59440 Earnest Money Deposits (Other Real Estate Related), 1 hour Residential Real Estate Elective Topic, MBH Settlement Group
48. *59445 Understanding FHA & VA Mortgages (Finance), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
49. *59447 Unconventional Transactions - Avoiding Problems at Settlement (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, MBH Settlement Group
50. *59449 Understanding Short Sales (Other Real Estate Related (CRP)), 4 hours Residential Real Estate Elective Topics, Moseley-Flint School of Real Estate
51. *59454 Affordable Housing Finance in a Box (Finance), 3 hours Residential Real Estate Elective Topics, NRVAR
52. *59456 Whom Do You Represent? (Agency Law), 3 hours Residential Real Estate Mandatory Topics, PWAR
53. *59458 Photography: How to Shoot Like a Professional (Technology), 2 hours Residential Real Estate Elective Topics, NVAR
54. *59462 RE Agency (Agency Law), 3 hours Residential Real Estate Mandatory Topics, Williamsburg Real Estate School
55. *59467 Risk Management (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Williamsburg Real Estate School
56. *59470 Short Sales, Foreclosures and Divorce (Finance), 2 hours Residential Real Estate Elective Topics, Williamsburg Real Estate School
57. *59472 Pre and Post Settlement Agreements - A Primer (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Institute of Continuing Education, LC
58. *59474 Bank Owned Property (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Institute of Continuing Education, LC
59. *59476 Agency Primer (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Institute of Continuing Education, LC

- 60. *59478 Real Property Appraisals in Virginia
 (Other Real Estate Related), 1 hour
 Residential Real Estate Elective Topics,
 Institute of Continuing Education, LC
- 61. *59480 **An Introduction to the NAR Code of Ethics**
 (Other Real Estate Related), 1 hour
 Residential Real Estate Elective Topics,
 Institute of Continuing Education, LC
 (Pending approval - need course materials)
- 62. *59482 Fearless Approach to Short Sales (Real
 Estate Law), 3 hours Residential Real
 Estate Mandatory Topics, Institute of
 Continuing Education, LC
- 63. *59484 What Every Real Estate Agent Needs to Know
 About Home Inspections (Other Real Estate
 Related), 4 hours Residential Real Estate
 Elective Topics, New River Valley
 Association of Realtors
- 64. *59486 Comparative Market Analysis Thru Sales
 Comparison Approach (Property
 Valuation/Listing Process), 1 hour
 Residential Real Estate Elective Topic,
 Old Dominion Real Estate Institute
- 65. *59488 Agency (Agency Law), 3 hours Residential
 Real Estate Mandatory Topics, Old Dominion
 Real Estate Institute
- 66. *59493 The Most Common Violations of the Code of
 Ethics (Other Real Estate Related), 1 hour
 Residential Real Estate Elective Topics,
 NVAR
- 67. *59497 Understanding Residential Real Estate
 Market Statistics (Other Real Estate
 Related), 1 hour Residential Real Estate
 Elective Topics, NVAR
- 68. *59499 Transnational Referral Certification
 (Other Real Estate Related), 3 hours
 Residential Real Estate Elective Topics,
 NVAR
- 69. *59503 Green Residential Elective Course - Part 1
 (Other Real Estate Related), 4 hours
 Residential Real Estate Elective Topics,
 NVAR
- 70. 59504 Green Residential Elective Course - Part 2
 (Other Real Estate Related), 4 hours
 Residential Real Estate Elective Topics,
 NVAR
- 71. *59509 Ninja Selling CRS (Other Real Estate
 Related), 4 hours Residential Real Estate

- Elective Topics, William E. Wood Real Estate Academy
72. *59512 Night Court: Don't Stress Over Distressed Sales (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
 73. *59514 Making Not Wasting Money with Internet Technology (Technology), 3 hours Residential Real Estate Elective Topics, PWAR
 74. *59516 FHA 203K Renovation (Finance), 3 hours Residential Real Estate Elective Topics, PWAR
 75. *59518 Prospecting (Selling Process), 3 hours Residential Real Estate Elective Topics, PWAR
 76. *59520 Preservation 101 for Realtors (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
 77. *59522 Understanding Credit Scores (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
 78. *59524 The Indoor Environment: Mold, Radon, and Asbestos, Oh My! (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
 79. *59531 Investment Options for 1031 Exchanges (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Williamsburg Real Estate School
 80. *59535 Please Let Me Be Your Realtor: Designing Your Performance for Repeat Business (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
 81. *59541 Reverse Mortgages - The Basics (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Old Republic National Title Insurance Company
 82. *59543 VAR Residential Purchase Contract: Part 1 - Fill in the Blanks (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Old Republic National Title Insurance Company
 83. *59545 VAR Residential Purchase Contract: Part 2

- Standard Provisions (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Old Republic National Title Insurance Company
- 84. *59547 VAR Residential Purchase Contract: Part 3 - Statutory Requirements (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Old Republic National Title Insurance Company
- 85. *59548 Purchases of Bank Owned Properties (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, FSLAWVA Real Estate Education, LLC
- 86. *59550 Reverse Mortgages for Purchase (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Long & Foster Institute for Real Estate
- 87. *59552 NAR Green Designation Core Course - Part A (Land Issues), 4 hours Residential Real Estate Elective Topics, RAR
- 88. 59553 NAR Green Designation Core Course - Part B (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, RAR
- 89. *59557 Business Planning & Goal Setting (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Old Dominion Real Estate Institute
- 90. 59558 10 Critical Rules, Reforms & New Realities (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, RAR
- 91. *59560 Blogging Effectively by Building Consumer Loyalty & Minimizing Risk (Technology), 3 hours Residential Real Estate Elective Topics, RAR
- 92. *59562 Power Prospecting & Renewing Referrals Using Social Media (Technology), 3 hours Residential Real Estate Elective Topics, RAR
- 93. *59564 Before & After Judgement (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, Alpha College of Real Estate
- 94. *59566 2009 Legislation & Fair Housing (VA Residential Landlord/Tenant Act & Fair Housing), 4 hours Property Management Mandatory Topics, Futurelaw LLC.

95. *59568 2009 Legislation & Property Management (VA Residential Landlord/Tenant Act & Fair Housing, 4 hours Property Management Mandatory Topics, Futurelaw LLC.
96. *59570 **2009 Legislation & Property Management - 3 Hours (Tenant/Landlord Relationships), 3 hours Property Management Elective Topics, Futurelaw, LLC (Pending approval - Need Revised Timed Outline)**
97. 59571 2009 Legislation - Tenant/Landlord Relationships (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, Futurelaw, LLC
98. *59573 International Real Estate (Other Real Estate Related (On-line), 4 hours Residential Real Estate Elective Topics, Continuing Ed Express, LLC
99. *59575 10 Critical Rules, Reforms & New Realities (Finance), 4 hours Residential Real Estate Elective Topics, RAR

C. Twenty-two Pre-Licensing Instructor Applications were reviewed and approved:

1. Kathleen Marie Kennedy
2. Joseph Talmadge Whitaker
3. Tina Ritchie Hunt
4. Karen McGhee Meyer
5. Luther D. Turner
6. Sidney Malcolm Smyth
7. Kyung Soon Oh
8. Thomas E. Beames, Sr.
9. Margaret B. Davis
10. Barbara E. Dill
11. Joan M. Dorsey
12. Susan L. Gurny
13. Susie C. Hall
14. Alan M. Kroll
15. Farnese H. McDonald
16. Holly H. Poole
17. Edwin A. Rucker
18. Phillip M. Szpiech
19. Helen L. Flynn (**Expert**)
20. Fatima A/ Pereira (**Expert**)
21. Renee Y. Smith (**Expert**)
22. Farshad Taghizadeh (**Expert**)

- D. Twelve continuing and post license education instructor applications to teach previously approved continuing and post license education courses were reviewed. Eleven of these applications were approved. One application was denied because the instructor did not meet the continuing education instructor requirements pursuant to 18 VAC 135-20-360.C of the Board's Regulations.
1. **George Grundy, Jerry West, Kimberly Porter, Henry Duarte** 59228/59229 (2009 Ethics Seminar), **VAR**
 2. **Joe Whitaker**, 57251 (Diversity and the Real Professional) 57252 (Selling to the Senior Market), 57253 (Anti-Trust and Lead Paint), 57242 (VA Real Estate Law), 57243 (VA Agency Law), 57244 (Residential Ethics, Issues & Trends), 57246 (VA Finance), 57249 (VA Offer to Purchase) 57250 (Residential Real Estate Technology), 57257 (Fair Housing - Law of the Land), 58256 (Residential Finance), 58257 (Property Management), 58258 (Environmental Issues) 58259 (Working with Diversity to Assist the Consumer), 58260 (VA Mandatory Core Course), 58261 (Anti-Trust & Lead Paint, 58262 (Risky Business - Risk Management Techniques, 58263 (Selling to the Senior Market), 58264 Residential Real Estate Technology, 58265 Residential Offer to Purchase, **American Schools of Real Estate Express**
 3. **Keith Kreuer**, 54671/54672 (Agency Practices), 53907 (Agency - Best Agency Practices), 53540 ((Agency - Best Agency Practices), **VAR**
 4. **Mona Guynn**, 54013/54014 (Finance 801), **Long and Foster Institute of Real Estate**
 5. **Courtney Barth**, 57266/57267 (Home Inspections), 56921/56922 (Fair Housing), 57585/57586 (Foreclosure, REOs and Short Sales - A Primer), 57497/57498 (New VA Residential Property Disclosure Statement), 56405 (2007 New Agency Law in VA), 57499/57500 (Newest Appraisal & Financing Contingencies), 56164/56165 (Fair Housing Act Seminar), 56403/56404 (Agency Law Demystified), 52543 (Congratulations You Got the Listing), 52283 (Contracts with Escalators), 55839/55840 (Earnest Money Deposits), 56402/56550 (Ethics for RE Agents - The Basics), 52542 (IRC 1031 Tax Deferred Exchanges), 55557/55558 (New Regional Sales Contract - Primer), 55555/55556 (New Regional Sales Contract), 52544 (Unconventional Transactions - A Primer), 52282/53289 (Unconventional Transactions), 57201/57202 (What is Delivery?), 56585/56586 (Limited Service Agency), 57203/57204 (Bankruptcy and Foreclosure), 56551/56552 (Contract for Deed - An Overview), 56593/56594 (Title Insurance - What

- is It?), 56919/56920 (Ethics for RE Agents), 57587/57588 (Foreclosures, REOs, Short Sales), 57239/56819 (Foreign Sellers and Buyers), 57254/57255 (Navigating the VA Jurisdictional Addendum), 57256/57257 (Mold: A Growing Problem), 56166/56167 (Understanding Your upcoming VA Transaction), 57923/57924 (NVAR's 2008 Contingencies/Clauses Add. Sales Cont), 57919/57920 (NVAR's 2007 Listing Agreement), 57921/57922 (New Forms for 2008), 57578/57589 (New 2006 Regional Sales Contract), 58399/58400 (Legal Updates and Emerging Trends), 58406/58407 (Highlights of NVAR's 2006 Regional Sales Contract), **MBH Settlement Group, LC (Denied)**
6. **Marc Lebowitz**, 59225/59226 (2009 Professional Standards Road Show), **VAR**
 7. **Sarah Moorman**, 52317/52308 (Agency Law), 53361/53365 (Fair Housing), 56046/56047 (Contracts/Offer to Purchase), 56349/56350 (Settlement - The Complete Transaction), 54013/54014 (Finance 801), 56351/56352 (Contract Presentations and Negotiations), 56377/56378 (Business Planning 202), **Long and Foster Institute of Real Estate**
 8. **Michael Femiano and Larry Polokoff**, 58049/58050 (Renovation Lending), **Long and Foster Institute of Real Estate**

E. Other Business

1. The Committee reviewed the Real Estate Board Education Committee's 2008 Statistics.
2. Ms. Childress shared information with education providers concerning the New College Institute of Martinsville's interest to provide real estate education via teleconferencing.
3. Kevin Hoeft shared information concerning the March 12, 2009, "Real Estate Licensee/Sign Post Installation Meeting" he attended which was hosted by the Division of Underground Utility and Railroad Safety (Miss Utility) of the State Corporation Commission. Miss Utility's primary concern is excavation (usually manually digging a hole with a post-hole digger) occurring for real estate "for sale" signs in violation of the law's requirement that Miss Utility be contacted, a "dig ticket" issued, and the underground utilities marked prior to digging. Miss Utility representatives asked what the Real Estate Board could do to help educate its licensees on the lawful procedure for this type of action. Mr. Hoeft

informed Miss Utility that the Board could: 1) encourage its approved pre-license, continuing and post license educators to include instruction on this subject - an e-mail message encouraging this could be sent to the Board's education providers; 2) include a question or questions on its salesperson and broker examinations on this subject; and 3) include an article in VREB Speaking" on this subject.

4. The Committee briefly reviewed Virginia and several other states' Real Estate Pre-license Education Instructor requirements and will discuss this subject in greater depth at its May 13, 2009, meeting.

F. Public Comment - None

G. The meeting adjourned at 4:08 p.m.

*** Continuing Education and Post License Education Course
Companion Applications**